

GRANT-SEEKING AND GRANT-MAKING

NC DCR Boards and Commissions

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GRANTS ARE ABOUT . . .

Meeting needs



RULE #1

Know the Grant Opportunity

- ✘ Mission of granting body
- ✘ History of funded projects
- ✘ Purpose of specific grant programs
- ✘ Eligibility requirement for applicants



HOW DO YOU KNOW THESE THINGS?

- ✗ Look'em up!
- ✗ Google'em up
- ✗ Call'em up



GRANTS ARE ABOUT . . .

- ✖ Making Sustainable Change



RULE #2

Always Demonstrate How Your Institution
Will Meet the Present *Need*

AND

Change to Better Meet Similar Needs in the
Future.

HOW DO YOU INFUSE CHANGE INTO PROJECT?

- ✖ Explore new ways of doing things
- ✖ Use project for outreach and promotion
- ✖ Learn new skills that will persist

MOST PROJECTS HAVE MULTIPLE ASPECTS



- ✘ A backlog processing project *can* be an education project
- ✘ A history project *can* be a science project

RULE #3

**Be Creative in Shaping Your Project;
Meet Your Goals While Meeting
Grant Program Goals.**

STRATEGIES TO SHAPE PROPOSALS

- ✗ Focus on intersection of goals
- ✗ How You will be Different Post-project?
- ✗ Find a strategic partner



RULE #4

**Keep in Mind the Needs of the
Grant-maker.**

GRANT-MAKER NEEDS TO

- ✗ Link funded projects directly to agency priorities, mission statement, strategic plan, etc.
- ✗ Has to measure outcomes across all projects in a program
- ✗ Get the biggest “bang for buck;” as much impact as possible (“ripple effect”)

HELPING MAKE LINKS

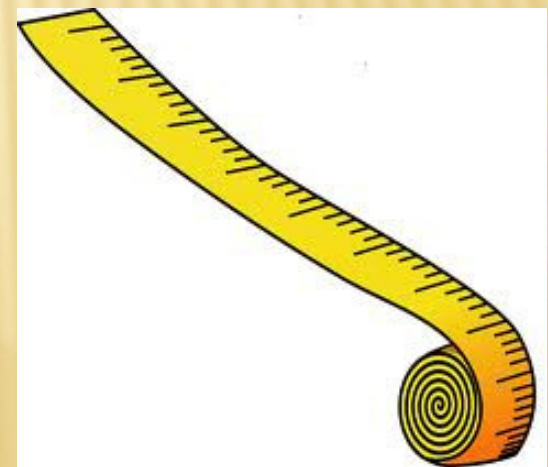
- ✗ Quote from, allude to, program guidelines
- ✗ Show how proposal builds upon similar projects
- ✗ Respond to guidelines in order described
- ✗ Address evaluation criteria



MAKING PROJECT MEASURABLE

- ✖ Track and report quantitative *outputs* of the project?
- ✖ Track and report the qualitative *outcomes* of the project?

*Making Project Measurable
Helps Your Institution, Too.*



ENSURING BROAD IMPACT



- ✘ Consider broadening partnership base
- ✘ Make project “share-able”
- ✘ Have a communication plan



RULE #5

Stair-step success! Use lessons learned from this project to begin planning the next!



QUESTIONS?

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